

Message Text

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16

ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 SS-20 EB-11 OPIC-12 AID-20 XMB-07

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F/SGITELMAN (INFO)

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FM SECSTATE WASHDC

TO AMCONSUL KADUNA

INFO AMEMBASSY LAGOS

UNCLAS STATE 205106

E.O. 11652:N/A

TAGS: BGEN, BFOL, NI

SUBJECT: BENUE-PLATEAU STATE INTEREST IN MOTEL/HOTEL
DEVELOPMENT

REF:KADUNA'S T-0524; STATE'S 98812

1. MR. KENNETH B. NEWTON, HYATT INTERNATIONAL CORPORATION,
39 S. LASALLE STREET, SUITE 320, CHICAGO, ILLINOIS 60603
(CABLES:HYATT INTL-CHICAGO; TELEX:254326) HAS REPORTED
"INTEREST IN MANAGING A HOTEL PROVIDING IT HAS A MINIMUM
OF 300 ROOMS." A COPY OF THE STANDARD COMPANY MANAGEMENT
CONTRACT AND FINANCIAL BACKGROUND HAVE BEEN PROVIDED AND WILL
BE POUCHED FOR THE COMMISSIONER OF FINANCE.

2. MR. WILLIAM LEA, HOLIDAY INNS, INC., 3796 LAMAR AVENUE,
MEMPHIS, TENNESSEE 38118 (CABLES:HII-MEMPHIS, TELEX: 53-3125)
STATES: "WE ARE INDEED INTERESTED IN PURSUING THE
PROPOSAL FURTHER AND WOULD LIKE TO HAVE FAR MORE THOROUGH
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DETAILS ON WHAT THE BENUE-PLATEAU STATE GOVERNMENT IS

PROPOSING IN THE WAY OF A JOINT VENTURE. WE ARE AWARE OF THE TERRIFIC HOTEL POTENTIAL IN JOS AND HAVE BEEN WATCHING THE SUCCESS OF A COMMONWEALTH DEVELOPMENT CORPORATION HOTEL THERE."

3. MR. ERIC GREEN, HARRIS, KERR, FORSTER AND COMPANY (PANNELL, KERR, FORSTER AND COMPANY OUTSIDE THE U.S.), 420 LEXINGTON AVENUE, NEW YORK, NEW YORK 10017 (CABLES:HARKERFOR-NEW YORK; TELEX: 12-6580) INDICATES IT HAS "A TENTATIVE AGREEMENT WITH ITT SHERATON CORPORATION TO CARRY OUT A HOTEL MARKET DEMAND SURVEY." COMPANY HAS FIVE OFFICES IN NIGERIA INCLUDING ONE IN JOS WHICH WILL BE UNDERTAKING THIS WORK.

4. SUGGEST COMMISSIONER OF FINANCE MAKE DIRECT CONTACT WITH THESE FIRMS FOR DISCUSSION OF PLANNED HOTEL.
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